

SIGNIFICANT PRODUCTIVITY GAINS FOR A ZUMBROTA
MANUFACTURER

ABOUT MIDWEST FABRICATION AND SUPPLY. [Midwest Fabrication and Supply \(MFS\)](#) fabricates and supplies sheet metal, piping, plumbing and specialty metals for mechanical contractors nationwide. From design to fabrication, MFS applies years of experience to meet custom needs and specifications for any mechanical project. The company employs 85 people at its state-of-the-art LEED Silver-certified facility located in Zumbrota, MN.

THE CHALLENGE. MFS had recently secured a large contract with a key customer and needed to scale up its operations to meet the demands from the influx of new business. The company had added personnel, but it still was not seeing the productivity and output levels that were needed. MFS's leadership decided to implement lean manufacturing methods to help achieve the results the company wanted. MFS reached out to Enterprise Minnesota, a NIST MEP affiliate, based on the recommendation of a nearby manufacturing company.

MEP CENTER'S ROLE. [Tim Bjorgum](#), an Enterprise Minnesota continuous improvement expert, led MFS through a Value Stream Mapping (VSM) project, which was focused on improving lead times, reducing costs and increasing capacity. The project involved a cross-functional team of six to eight employees, which investigated the steps that were critical to MFS' production process. The team created a current-state map, identified opportunities for greater efficiency, brainstormed specific improvement ideas and developed an ideal future-state map. As a part of this project, members of the MFS team received training on lean manufacturing techniques in order to learn how to spot waste in their processes and how to implement improvements. At the end of the VSM, Bjorgum and the MFS team implemented a 60-day action plan that clearly identified key priority areas, responsibilities and target dates.

"We found that Enterprise Minnesota worked hard to be accommodating to our needs. Tim [Bjorgum] came to us, worked with our schedule, and kept us on task until we could define the problems and the solutions. By bringing a team of employees together from the beginning of process to the end, we were able to map our processes and identify the bottlenecks in our manufacturing flow. After engaging Enterprise Minnesota, our production rate has more than doubled. This has been a very valuable and rewarding experience for us."

-Greg Donley, Plant Manager

RESULTS



Increase or retain **\$11** million in sales



Cost savings of **\$6** million



Increased production rate at least **100%**

CONTACT US



2100 Summer Street
Suite 150
Minneapolis, MN 55413



(612)373-2900



www.enterpriseminnesota.org

